RJ REYNOLDS

TOBACCO COMPANY

COPY

J. CAMPBELL / ROU 1610
PROMOTIONAL COORDINATOR

8899 MAIN STREET
WILLIAMSVILLE, NY 14221
(716) 634-4179
FAX (716) 634-3145

November 13, 1997

RJR Account #648240
TBI CORPORATION

WINSTON .70¢ OFF 2-PACKS / TEAR TAPE PROMOTION #800008

Dear Annette:

WINSTON .70¢ OFF 2-PACKS SPECIAL OFFER TEAR TAPE PRODUCT has been ordered (see quantities listed below), as well as **195** SKUs of preassembled Counter Displays (Item #536285) to pack the above promotion for your participating retail accounts. All additional pertinent promotional information is listed below:

#/ (6M) Cases Promoted Product	Brand Styles	UPC Code
13	*Winston Filter Box*	12300-24876
13	*Winston Light Box*	12300-22772

Product / Premium Arrival:	**December 8, 1997**
Ship Date to Retail:	**Week of: January 5, 1998**

Displays (Item #536285)

SKU CUBE:	**0.8260**
SKU WT (w/o Product):	**1.5000 lbs**
Retail Sales Offer per Sku:	**20 units**
Billing per Sku:	**4 Full Price Cartons**
EFT $ Amount:	**$7,118.31**

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Source: https://www.industrydocuments.ucsf.edu/docs/fyxn0000

.70¢ 2-Pack Tear Tape
TBI CORPORATION

Promotion Description:
Utilize 40-Pack Shipper Display. Place 2 packs in each sleeve (20 2-pack offers per Display) and ship to retail. Each Shipper Display should contain 20 2-Pack units; 2 cartons each: *Winston Filter Box and Winston Light Box*.

SHIP NUMBER OF DISPLAYS AS INDICATED ON THE ATTACHED CUSTOMER LIST

A list of accounts authorized to receive packed displays is attached. RJR will reimburse you $28.00 per **live 12M** case for all displays packed and shipped to retail on a timely basis. This equates to **$364.00 (13 (12M) case(s) @ $28.00)**. Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610
/jc
cc: H. Battle
L. E. MacWilliams

Note to RJR Manager:
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

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WHOLESALER : 648240 T B I CORPORATION <DIRECT>
TEMPLATE : 800008 80100 WIN JAN .70/2 NO
TEMPLATE SEQ : 0020
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
112206	112220	073647	CHIC N SHOP	758 1ST NH TPKE	NORTHWOOD	NH	03261	1				(603)942-8449
112206	112220	104776	GERRY'S VARIETY	66 LINCOLN ST	EXETER	NH	03833	2			6233-A	(603)778-8906
112208	112225	104722	GEORGE & EDS GROCER	137 N MAIN ST	ROCHESTER	NH	03867	1			6201-D	(603)332-3670
112208	112225	104757	PRONTO MARKET	CENTER ST	WOLFEBORO	NH	03894	4			904839	(603)569-5098
112208	112225	743733	A&B MINIMART	1260 PROVIDENCE L	E WAKEFIELD	NH	03830	3				(603)522-3514
112208	112220	755562	125 QUICKIE	105 MAIN ST GONIC	ROCHESTER	NH	03867	2				(603)335-1286
112601	112623	107657	MARTIGNETTI LIQUORS	1020 REVERE BEACH	CHELSEA	MA	02150	4		1846-0000	901066	(617)884-3500
112601	112623	625261	K & S SHELL	520 BROADWAY	REVERE	MA	02151	2			K1003	(617)289-3694
112601	112623	703165	THREE CORNERS TOB	44 MAVERICK SQ	EAST BOSTON	MA	02128	3				(617)569-8477
112601	112623	757245	EVELYN'S SMOKE SHOP	6 BENNINGTON ST	EAST BOSTON	MA	02128	3				(617)569-1993
112602	112620	106352	THE LIQUOR LOCKER	287 MAIN ST	GLOUCESTER	MA	01930	5			9287-C	(508)283-0630
112602	112620	106383	TONYS VARIETY	185 WASHINGTON ST	GLOUCESTER	MA	01930	4				(508)283-0161
112602	112620	580519	JEFF'S VARIETY	71 EASTERN AVE	GLOUCESTER	MA	01930	2				(508)281-5800
112603	112621	078639	RISI'S PACKAGE STOR	64 RIVER RD E	BERLIN	MA	01503	1				(508)838-7336
112603	112621	592943	DEPOT GENERAL STORE	RTE. 2A 160 STATE	WESTMINSTER	MA	01473	2			901678-28	(508)874-2737
112604	112626	108232	BILL'S FOOD STORE	53 CONWELL AVE	SOMERVILLE	MA	02144	1			1737	(617)623-9459
112604	112626	451861	QUIK MART	290 HIGHLAND AVE	SOMERVILLE	MA	02144	5			904904	(617)628-1812
112605	112623	412481	BROADWAY MARKET	880 BROADWAY	EVERETT	MA	02149	5				(617)387-7101
112605	112623	474860	STORE 99	709 BROADWAY	EVERETT	MA	02149	3				(617)387-1276
112605	112622	479514	R&D CONVENIENT	219 HIGHLAND AVE	SOMERVILLE	MA	02143	1				(617)628-7209
112605	112623	689976	SAM'S SPA	178 CHELSEA ST	EVERETT	MA	02149	1				(617)389-1377
112605	112622	692890	COMMON MARKET	301 E FOSTER ST	MELROSE	MA	02176	1				(617)665-9844
112605	112623	774340	EVERETT SQ NEWS	445 BROADWAY	EVERETT	MA	02149	2				(617)387-9610
112606	112625	106533	CHESTNUT LIQUOR	348 CHESTNUT ST	LYNN	MA	01902	1				(617)595-3425
112606	112625	276800	ONE A MARKET	126 BROAD ST	LYNN	MA	01901	1			900084	(617)598-6596
112606	112625	326950	READING QUICK STOP	452 MAIN ST	READING	MA	01867	5			12850-B	(617)944-6153
112606	112625	369319	LYNN MOBIL MART	512 CHESTNUT ST	LYNN	MA	01902	3				(617)599-0981
112606	112625	469334	YOUR NEIGHBORHOOD M	103 SCHOOL ST	SALEM	MA	01970	2				(508)741-0406
112606	112625	554451	BOSTON ST VARIETY	122 BOSTON ST	SALEM	MA	01970	2				(508)744-3950
112606	112625	640638	MARKET SQUARE BEVER	3 MARKET SQ	LYNN	MA	01905	2			903724	(617)593-2150
112606	112625	730029	DEES CORNER 2	37 ESSEX ST	LYNN	MA	01902	5				(617)581-5665
112606		739798	ANDY'S SUPERETTE	207 NORTH ST	SALEM	MA	01970	1				(508)741-9423
112606	112625	745374	D&T CONVENIENCE	813 WESTERN AVE	LYNN	MA	01905	1				(617)593-7117
112607	112624	108351	WINSHIP SPA	290 WASHINGTON ST	BRIGHTON	MA	02135	2			906552	(617)254-9486
112607	112624	471934	MARTIGNETTI LIQUOR	1650 SOLDIERS FIE	BRIGHTON	MA	02135	3		1846-0000		(617)782-3700
112607	112624	567215	RENIE'S SPA	472 MAIN ST	WALTHAM	MA	02154	3			905034	(617)899-8311
112608	112627	020151	GETTY MART	309 CHELMSFORD ST	LOWELL	MA	01851	5			903443	(508)458-1257
112608	112627	345019	LAKEVIEW GETTY	801 LAKEVIEW AVE	LOWELL	MA	01850	2			903245	(508)453-5022
112608	112627	573138	STORE 38	368 FAIRMOUNT ST	LOWELL	MA	01852	1				(508)454-4202
112608	112627	599146	LOWELL QUICK MART	627 CHELMSFORD ST	LOWELL	MA	01851	2			903450	(508)937-7223
112609	113024	021433	ANGES SHELL	27 BRIDGE ST	DEDHAM	MA	02026	1				(617)326-2043
112609	112624	107301	GATEWAY SMOKESHOP	7 WASHINGTON ST	WELLESLEY	MA	02181	2			6047	(617)235-4753

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WHOLESALER : 648240 T B I CORPORATION <DIRECT>
TEMPLATE : 000008 80100 WIN JAN .70/2 NO
TEMPLATE SEQ : 0020
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
112609	112624	473957	NEEDHAM EXXON	1417 HIGHLAND AVE	NEEDHAM	MA	02192	1				(617)444-5100
112610	112629	103471	GRANDES MARKET	59 S QUINSIGAMOND	SHREWSBURY	MA	01545	3			908269	(508)754-1281
112610	112628	107606	MAUROS MARKET	4 MAIN ST	SOUTHBOROUGH	MA	01772	1			168603	(508)485-0977
112610	112630	761248	LOWELLS GENERAL STO	1566 WASHINGTON S	HOLLISTON	MA	01746	2			919779	(508)429-4910
112610	112628	427927	CHRISTY'S #772 FR	282 E MAIN ST	MARLBOROUGH	MA	01752	1				(508)481-6240
112805	112629	313507	COLLEGE MOBIL MART	974 SOUTHBRIDGE S	WORCESTER	MA	01610	4			918110	(508)752-9372
112805	112827	703994	GRAFTON DISC LIQUOR	77 WORCESTER ST	GRAFTON	MA	01519	1			907758	(508)839-2241
112805	112629	755966	MASS LIQUORS	392 CHANDLER ST	WORCESTER	MA	01602	2			915629	(508)753-0250
112805	112827	764693	COLONY FARMS	1243 MILLBURY ST	WORCESTER	MA	01607	2			917435	(508)753-4091
112805	112629	775678	CAMPY'S DELI	201 GRAFTON ST	WORCESTER	MA	01604	1				(508)752-6888
112810	112821	555147	CHARLTON FOOD MART	MASONIC HILL ROAD	CHARLTON	MA	01507	3			901254	(508)248-4688
112810	112827	612762	COLONY FARMS	710 SOUTHBRIDGE S	AUBURN	MA	01501	4			901249	(508)832-2561
113003	113028	613403	CORNER STORE	113 H ST	SOUTH BOSTON	MA	02127	2			907162	(617)269-9788
113003	113028	619496	ADAMS STREET SHELL	761 ADAMS ST	DORCHESTER	MA	02122	1				(617)282-5862
113003	113021	619509	VIC'S NEWS	600 ATLANTIC AVE	BOSTON	MA	02210	1				(617)660-2440
113003	113028	640712	HUNTINGTON MARKET	818 HUNTINGTON AV	BOSTON	MA	02115	1			902783	(617)232-6676
113003	113028	686533	BOSTONIAN MARKET	570 TREMONT ST	BOSTON	MA	02118	1			908749	(617)267-3109
113005	113026	628470	STOUGHTON QUICK STO	2139 CENTRAL ST	STOUGHTON	MA	02072	2			905679	(617)344-8147
113006	113021	107628	MARTIGNETTI LIQUOR	64 CROSS ST	BOSTON	MA	02113	2		1846-0000		(617)227-4343
113009	113024	724598	HENRY'S MARKET	892 SOUTH ST	ROSLINDALE	MA	02131	1			902726	
113009	113024	738633	VILLAGE GULF INC	25 WASHINGTON ST	BROOKLINE	MA	02146	2				(617)566-8582
163803	163824	705943	DODGE'S STORE	7 CENTRAL SQ	NEW BOSTON	NH	03070	1			907097	(603)487-2241
163803	163824	104417	L & J COUNTRY STORE	833 S STARK HWY	WEARE	NH	03281	1				(603)529-7539
163803		104115	ALSTEAD VLG STORE	RT 123	ALSTEAD	NH	03602	1			900274	(603)835-6758
163803	163825	605251	5 STAR BEVERAGE	25 RIVER ST	NORTH WALPOLE	NH	03609	1			902213	(603)445-2540
163803	163821	104075	RICHMOND 4 CORNERS	3 WINCHESTER RD	WINCHESTER	NH	03470	1				(603)239-6145
163803	163821	104077	MORTS GROCERY	RT 9	SPOFFORD	NH	03462	2				(603)363-4366
163803	163821	333552	R.L. TYLER	MAIN STREET	HINSDALE	NH	03451	1			904912	(603)336-5381
163803	163821	562095	MR. P'S CONV. STORE	ROUTE 10	WEST SWANZEY	NH	03469	2			10552	(603)357-9428
163803	163821	682732	THE CORNER NEWS	67 MAIN ST	KEENE	NH	03431	1			901322	(603)357-4696
163803		708781	DEPOT GENERAL STORE	EAST LAKE ROAD	FITZWILLIAM	NH	03447	1				(603)585-3385
163803	163826	723708	COUNTRY MAID MKT	RT 114	HENNIKER	NH	03242	1				(603)428-3884
163803	163821	755664	COLEMANS CNTRY STOR	234 KEENE RD	WINCHESTER	NH	03470	2				(603)239-4193
163803	163825	691068	CORONIS MARKET	81 SUNAPPLE STREE	NEWPORT	NH	03773	1				(603)863-1480
163804	163822	473541	PINE STREET MARKET	112 PINE ST	NASHUA	NH	03060	3			904755	(603)882-0271
163804	163822	657401	E HOLLIS ST VARIETY	131 E HOLLIS ST	NASHUA	NH	03060	1			901926	(603)598-5484
163805	163820	104479	HAMPSTEAD PHARMACY	ROUTE 121 N.	HAMPSTEAD	NH	03841	1			902601	(603)329-5534
163805	163820	359706	SUNOCO FOOD MART507	119 MERRIMACK ST	METHUEN	MA	01844	2		0362-0106	904805	(508)686-6209
163805	163820	371548	NORTHLAND GROCERY	134 NEWTON RD UNI	PLAISTOW	NH	03865	1			11209-A	(603)382-9716
163805	163820	693883	SUNOCO A-PLUS	DBA INTER DIALET	METHUEN	MA	01844	1		0362-0106	914234	(508)794-4395
163805	163823	703546	102 GETTY, INC.	2 MOHAWK DR	LONDONDERRY	NH	03053	1			925313	(603)434-4554
163806	163824	103152	SOUTH ST MKT	47 1/2 SOUTH ST	CONCORD	NH	03301	1				(603)224-8666
163806	163824	104428	LAVALLEE'S STORE	46 GLASS ST	SUNCOOK	NH	03275	2			903294	(603)485-3121

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WHOLESALER : 648240 T B 1 CORPORATION <DIRECT>
TEMPLATE : 800008 80100 WIN JAN .70/2 NO
TEMPLATE SEQ : 0020
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
53806		643621	HOOKSETT MINI MART	1115 DW HWY	HOOKSETT	NH	03106	1				(603)669-4092
53806	163824	653828	PAGE ST MARKET	1036 HANOVER ST	MANCHESTER	NH	03104	1				(603)669-6140
53806	163824	104256	RAYS COUNTRY STORE	206 SO RIVER RDY	BEDFORD	NH	03110	1			904953	(603)669-4451
53806	163824	262743	DUTTON ST. CONV.	35 DUTTON ST	MANCHESTER	NH	03104	1			901892	(603)647-4705
53806	163824	604770	UNION ST MARKET	621 UNION ST	MANCHESTER	NH	03104	1				(603)668-8720
53806	163823	769530	APPLETREE FOOD STOR	280 D.W. HIGHWAY	MERRIMACK	NH	03054	1			900324	(603)429-2997
53806	163826	608567	STOPPIN BUY	81 S MAIN ST	CONCORD	NH	03301	1			910562	(603)228-8771
53807	163826	684933	BOYDS MARKET	MAIN ST	PITTSFIELD	NH	03263	1			900654	(603)435-8851
53807	163826	703109	CAREY'S MARKET	63 N MAIN ST	BOSCAWEN	NH	03303	1			916775	(603)753-4435
53807	163826	724756	GREENS CORNER STORE	RTE 162	CENTER HARBOR	NH	03226	1		2794-0200		(603)253-4514
53807	163826	738078	LACONIA SUNOCO	UNION AVE	LACONIA	NH	03246	1			916494	(603)524-9747
53807	163826	743039	GILFORD SQUARE MKT	RR 11 BOX B	GILFORD	NH	03246	1			912493	(603)293-7230
53807	163826	104980	SAMAHAS STORE	MAIN ST	PLYMOUTH	NH	03264	1			905273	(603)536-1457
53807	163826	283712	LINCOLN KWIK STOP	MAIN STREET	LINCOLN	NH	03251	1			904680	(603)745-3195
53807	163826	374877	RYEZAK ONE STOP	P.O. BOX 355	RUMNEY	NH	03266	1			204220	(603)786-9776
53807	163826	040765	KEARSARGE MINI MART	JUNCTION 4A &11	POTTER PLACE	NH	03265	1			903070	(603)735-5578
53807	163826	367307	PARK-N-GO MARKET	133 PARK ST	TILTON	NH	03276	2		2794-0200	910679	(603)286-3452
53807	163826	586509	ROBBINS GENERAL	ROUTE 25	MOULTONBOROUGH	NH	03254	1			905117	(603)253-4311
53807	163826	729847	GRAFTON GENERAL	ROUTE 4	GRAFTON	NH	03240	1			914044	(603)523-9155

PAGE BREAK TOTAL ACCOUNTS 104 TOTAL QUANTITY 189

TEMPLATE TOTAL ACCOUNTS 104 TOTAL QUANTITY 189

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WHOLESALER PACKING INSTRUCTIONS

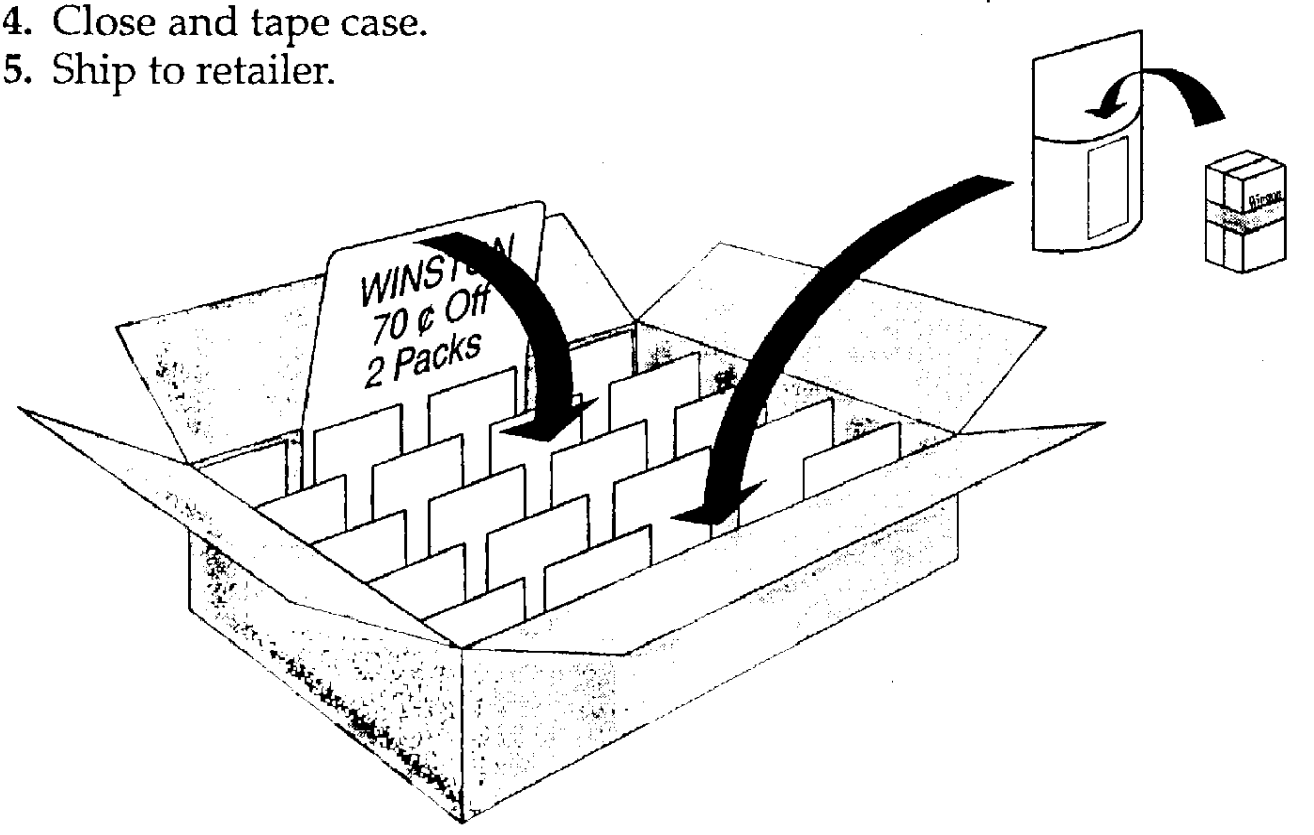
VALUE ADDED PROMOTIONS | 1ST QTR.'98

January WINSTON .70/2 PK

(70 cents off 2 packs)

STEPS

1. Open WINSTON .70/2 PK shipping case.
2. Place 2 packs of Winston "Special Offer" Tear Tape product (same brand style) in each sleeve. **Promotional product is in white cartons, utilize 2 cartons FF Box and 2 cartons LT Box.**
3. Fold display header card down.
4. Close and tape case.
5. Ship to retailer.



Item: # 536285
Description: WINSTON .70/2 PK / POS Kit

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Brand Style	FF Box	LT Box				
Number of Cartons	2	2				

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